

Pre-Application Workshop

EPIC Clean Energy Generation
Technology Demonstration and Deployment
Grant Solicitation

Demonstrating Bioenergy Solutions that Support California's Industries, the Environment, and the Grid

PON-14-305

Energy Generation Research Office Energy Research and Development Division California Energy Commission August 21 and August 26, 2014



Agenda

Time	Topic
1:30 pm	 Welcome Housekeeping Background, Policy Drivers, Solicitation Purpose, Project Groups Eligible Applicants Key Dates
2:00 pm	Research Project Groups
2:15 pm	 Application Requirements: Formatting and Attachments Evaluation Process Grounds for Rejection
3:00 pm	Questions and Answers



Housekeeping

- In case of emergency
- Facilities
- Sign-In Sheet
- Updates on Solicitation Documents and today's presentation can be found at:

http://www.energy.ca.gov/contracts/epic.html#PON-14-305



Background

- The Electric Program Investment Charge (EPIC) is funded by an electricity ratepayer surcharge established by the California Public Utilities Commission (CPUC) in 2011
- The purpose of EPIC is to benefit the ratepayers of three electric investor-owned utilities*
- EPIC funds clean energy technology projects that promote greater electricity reliability, lower costs, and increased safety.
- Funded projects must lead to technological advancement and breakthroughs to overcome the barriers that prevent the achievement of the state's statutory energy goals.
- Annual program funds total \$162 million per year with 80% administered by the California Energy Commission.

^{*} Pacific Gas and Electric Co., San Diego Gas and Electric Co., and Southern California Edison



Policy Drivers for Energy Generation RD&D

- Laws and Regulations:
 - Assembly Bill 32 (Global Warming Solutions Act)
 - Senate Bill X1-2 (Renewable Portfolio Standard)
 - Senate Bill 96 (EPIC Funding)
- Policies/Plans
 - Governor Brown's Clean Energy Jobs Plan
 - Bioenergy Action Plan(s)
 - Integrated Energy Policy Report
 - Senate Bill 1122 (Bioenergy Feed-in Tariff)



Solicitation Purpose

- Fund technology demonstration and deployment projects that demonstrate and appraise the operational and performance characteristics of pre-commercial biomass conversion technologies, generation systems, and development strategies.
- The technologies, processes, and strategies must have been successfully demonstrated at pilot scale or shown to be technically feasible at commercial scale.
- Projects funded under this solicitation must involve the installation and operation of pre-commercial technologies or strategies at a scale sufficiently large and in conditions sufficiently reflective of anticipated actual operating environments to enable appraisal of operational and performance characteristics, and financial risks.
- Funded projects must benefit California IOU electric ratepayers.



Solicitation Project Groups

- **Group 1**: Demonstrate and/ or deploy and evaluate **new advanced pollution control equipment and/or low-emission generators** capable of meeting air quality standards when the equipment/generators become operational.
- Group 2: Demonstrate and/or deploy and evaluate advanced or novel biomass fuel handling and delivery systems or technologies that reduce the transportation costs of biomass feedstocks to biopower facilities and can be demonstrated at market scale.
- Group 3: Demonstrate and/or deploy and evaluate innovative technologies or new strategies for deploying biochemical power systems.
- Group 4: Demonstrate and/or deploy and evaluate innovative technologies or new strategies for deploying thermochemical power systems.



Eligible Applicants

- This is an open solicitation for public and private entities.
- Applicants must accept the EPIC terms and conditions
- Business applicants are required to register with the California Secretary of State and be in good standing in order to enter into an agreement with the Energy Commission. http://www.sos.ca.gov
- Applicants must propose a team that has demonstrated the ability to successfully complete similar research or demonstration projects.



Key Dates

Activity	Action Date	
✓ Solicitation Release	August 12, 2014	
Pre-Application Workshop #1 -Sacramento	August 21, 2014	
Pre-Application Workshop #2 – Diamond Bar	August 26, 2014	
DEADLINE FOR WRITTEN QUESTIONS	August 27, 2014 by 5:00 p.m.	
Post Questions and Answers to Website	September 17, 2014	
DEADLINE TO SUBMIT APPLICATIONS	November 7, 2014 by 3:00 p.m.	
Post Notice of Proposed Award (NOPA)	January 9, 2015	
Anticipated Energy Commission Business Meeting Date	May 13, 2015	
Anticipated Agreement Start Date	June 1, 2015	
Agreement Termination Date	May 31, 2018	



Project Groups Funding

- Up to \$27 million available in the following groups
- Available funding amounts may be modified or moved among the groups

Project Group	Available Funding	Minimum award amount	Maximum award amount
Group 1: Advanced pollution control equipment and low-emission generators	\$3,000,000	\$500,000	\$1,500,000
Group 2: Fuel handling and delivery systems or technologies	\$4,000,000	\$500,000	\$2,000,000
Group 3: Biochemical conversion technologies or deployment strategies	\$10,000,000	\$1,000,000	\$5,000,000
Group 4: Thermochemical conversion technologies or deployment strategies	\$10,000,000	\$1,000,000	\$5,000,000



Project Groups

- Each group will be evaluated and scored separately
- Each Application must address only one project group
- Applicants may submit more than one Application as long as each is for a distinct scope of work, with no duplication



Group 1: Advanced Pollution Control Equipment and Low Emission Generators

(\$500,000 - \$1,500,000 per award)

Funded Activities Must Include:

- Demonstrate and/or deploy and evaluate new advanced pollution control equipment and/or low-emission generators capable of meeting local and national air quality standards.
- Projects at operating or idle biopower generation facilities
- **Projects Not Funded:** Dismantled facilities, where the prime generating equipment and on-site fuel handling systems have been removed, are not eligible under this group.



Group 2: Fuel Handling and Delivery Systems or Technologies

(\$500,000-\$2,000,000 per award)

Funded Activities Must Include:

• Demonstration of new processing systems, fuel handling techniques, or other proposed approaches not widely used in California for collecting and distributing biomass in ways leading to reductions in the final delivery cost to generators. Projects should be demonstrated at market scale and must reduce delivered feedstock costs and deliver biomass feedstock to an RPS-eligible facility selling power to an IOU.



Group 3: Biochemical Conversion Technologies or Deployment Strategies

(\$1,000,000 - \$5,000,000 per award)

Funded Activities Must Include:

- Demonstration and/or deployment and evaluation of cost effective and innovative technologies or new strategies for deploying biochemical power systems are not widely used in California.
- Projects must address challenges of increasing diversion of organic materials from landfills and/or challenges of deploying on-farm biopower systems, particularly anaerobic digesters.



Group 4: Thermochemical Conversion Technologies or Deployment Strategies

(\$1,000,000 - \$5,000,000 per award)

Funded Activities Must Include:

- Cost effective and innovative community-scale thermochemical technologies or deployment strategies not widely used in California.
- Demonstration and/or deployment and evaluation of innovative or novel approach to reducing the long-term cost of generation for the technology and resource class.
- * Activities may include thermochemical conversion and low emission generation technologies and advanced pollution control technologies strategies.



Application Requirements

- Submit Applications with all attachments in the order specified by the due date and time listed.
- Application documents should meet formatting requirements, page limits, and number of copies specified on page 19.
 - Seven hard copies and one electronic copy
- Evaluation Consists of Two Parts
 - ➤ Part 1 Proposal Screening (Section E, page 28-29)
 - ➤ Part 2 Proposal Scoring (Section F, pages 31-35)



Eligibility Screens Groups 3 & 4

- 100% Site Control
 - Direct ownership, lease, option to lease or purchase, or other such supporting documentation
- Development Experience
 - Team member completed at least one similar technology project or begun construction of at least one other similar project (Attachment 9)
- Pre-development activities cannot exceed 12 mo
- Expected to achieve commercial operations before the agreement end date



Resource Eligibility Requirements

- Biomass and biogas resources must meet the criteria for RPS eligibility set in the applicable edition of the *Renewables Portfolio Standard Eligibility Guidebook* (RPS Guidebook)
- Projects must address RPS-eligible facility needs

• **Biomethane projects** injecting into the natural gas pipelines **are not eligible** for funding under this solicitation



Community-Scale Projects – Group 4

- "Community-scale" biogas & biopower demonstration projects are technologies & strategies sized to use quantity of locally sourced biomass available for power generation.
- For Group 4, applicants must demonstrate that project is community-scale, meaning feedstock supply in the area is adequate considering available biomass supply, cost, and distance from generating facility & other environmental uses are considered, such as soil fertility & erosion control.
- Community-scale project applicants must also provide at least one letter from a community organization or local government in support of the project, including support of the use of locally sourced biomass fuel for the project. (See Attachment 11.)



Application Requirements

Every Applicant must complete and include the following:

1. Application Form	7. Budget	
2. Executive Summary	8. CEQA Compliance Form	
3. Fact Sheet	9. References and Work Product	
4. Project Narrative	10. Contacts List	
5. Project Team	11. Commitment and Support Letters	
6. Scope of Work	12. Cost and Benefit Calculations	



Application Form (Attachment 1)

- Form provides the Energy Commission with basic information about the Applicant and project.
- Must include all information requested
- Must be signed by an authorized representative of the applicant's organization
- Information provided should be consistent with project budget, narrative, and letters of commitment.



Executive Summary Form(Attachment 2)

 Executive Summary should summarize the information included in the project narrative

Must include:

- Project description
- Project goals and objectives
- Explanation of how the goals and objectives will be achieved,
 quantified, and measured
- Description of the project tasks
- Overall management of the agreement.
- Limited to **two** pages



Fact Sheet Template (Attachment 3)

- Must present project information in a manner suitable for publication (if funded).
- The fact sheet must follow the template provided, including:
 - A summary of project specifics
 - A description of the issue addressed by the project
 - A project description
 - Anticipated benefits for the State of California
- Limited to two pages



Project Narrative (Attachment 4)

- Project Narrative form follows the Application Scoring Criteria (page 31-35)
- Include a detailed description of the proposed project(s) and respond to the information requested in each of the following areas:
 - 1. Technical Merit and Need
 - 2. Technical Approach
 - 3. Impacts and Benefits for California IOU Ratepayers
 - 4. Team Qualifications, Capabilities and Resources
 - 5. Budget and Cost Effectiveness
 - 6. Funds Spent in California
 - 7. Ratio of Unloaded Labor Rates to Loaded Labor Rates
 - 8. Match Funding Above the Minimum (optional)
- Provide sufficient detail so that reviewers will be able to evaluate the proposal against each of the scoring criteria.
- Limited to **twenty** pages



Project Team Form (Attachment 5)

- Must identify all key personnel assigned to the project
 - "Key personnel" are individuals that are critical to the project due to experience, knowledge, and/or capabilities.
- Clearly describe their individual areas of responsibility
 - Limited to one page per individual
- Include a resume for each individual
 - Limited to two pages for each resume



Scope of Work (Attachment 6)

- Ensure that the problem/Solution Statement and Goals and Objectives are consistent with the Project Narrative
- All task in black are mandatory; do not revise
 - Task 1: General Project Tasks
 - Task TBD-1 Evaluation of Project Benefits
 - Task TBD-2 Technology/Knowledge Transfer Activities
 - Task TBD-3 Production Readiness Plan-only applicable to agreements that fund the development of products that may be commercialized
- Task 2 are the technical tasks
 - Indicate specific tasks in the "Recipient Shall" section (these should be major items)
 - "Products" are documents, plans and reports (tangible items that can be submitted to the CAM)
 - "Products" are not equipment and other items that cannot be delivered and stored at the Energy Commission.



Project Schedule (Attachment 6a)

- Provide meeting and product titles and the due dates
- All of the products must match as shown in the Scope of Work (Attachment 6)



Budget (Attachment 7)

Every Applicant must complete and include the budget forms for its team

- ✓ Task Summary Att B-1
- Category Summary Att B-2
- ✓ Prime Labor Rates Att B-3
- ✓ Labor Rates for each Subcontractor Att B-3a-z
- ✓ Prime Non-Labor Rates Att B-4
- ✓ Non-Labor Rates for each Subcontractor Att B-4 a-z
- ✓ Direct Operating Expenses Att B-5
- ✓ Match Funding Att B-6 (Required)
- ✓ Rates Summary Att B-7 (for evaluation purposes info automatically transferred from Attachment B-2)

The Applicant must submit information on <u>all</u> of the attached budget forms, and in the format required.

Don't delete sheets or rows; use the hide/expand function The colored cells are automatically filled with information from other pages in the workbook

California Environmental Quality Act (CEQA) Compliance Form (Attachment 8)

- The information provided will help facilitate Energy Commission's environmental evaluation of the proposed project under CEQA.
- All sections of the form must be completed.
- Failure to complete CEQA process in a timely manner may result in cancellation of the award.

Reference and Work Product Form (Attachment 9)

- This form contains two sections.
- Section 1: References
 - Provide applicant and subcontractor references as instructed
 - Include three references for Applicant and two for each subcontractor
- Section 2: Work Products
 - Provide a list of up to three past projects detailing technical and business experience of the applicant or team member (two pages maximum per project)
 - Include copies of up to three recent relevant technical publications



Contact List Template (Attachment 10)

- Identifies the names and contact information of the project manager, administrator, and accounting officer.
- Applicant should complete the information in the "Recipient" column shown in blue text
- Energy Commission staff will complete the information in the "California Energy Commission" column



Commitment and Support Letter Form (Attachment 11)

- This form provides guidelines for the submission of letters of support or commitment that are submitted with the application.
 - Commitment letter commits an entity to providing the service or funding described
 - Support letter details an entity or individual's support for the project
- All Applicants are required to submit at least one support letter from a project stakeholder.
- Any project partners that will make other contributions to the project must submit a commitment letter.
- Any match funding provided must be supported by a match fund commitment letter.
- Limited to **two pages** per letter, excluding the cover page



Cost and Benefit Calculations Form (Attachment 12)

- The information on this form provides a basis for applicants to estimate the potential impact associated with successful completion of their proposals. Applicants must provide an estimate of the proposed project's cost and benefits according to the measurement areas listed in this form. All calculations should be supported with a documented explanation and the citation of sources for assumed input values.
- The applicant should review the Small-Scale Bioenergy Levelized Cost of Electricity (LCOE) model prepared for the CPUC as a part of the SB 1122 (Bioenergy Feed-in Tariff) proceeding
- To address uncertainties, applicants are invited to provide a set of hypothetical estimates of key figures of merit such that ultimate performance goals are met.



How will my Proposal be Evaluated?

→ Application Screening

Application Screening Process (page 21)

- 1. Energy Commission staff screens applications per criteria in the solicitation (pages 28-29).
- 2. Criteria is evaluated on a pass/fail basis.
 - ✓ Applicants must pass <u>all</u> screening criteria or the applicant will be disqualified
 - ✓ Applicants must review the Evaluation and Award Process section of the solicitation and ensure that the Project Narrative provides a clear and complete response to each screening criteria.

Some Reasons for Failing Screening

- ✓ Application not submitted by the specified due date and time
- ✓ Applicant did not address one of the eligible project groups
- ✓ Requested funding is outside of the specified minimum/maximum range
- ✓ Project completion date beyond the specified agreement end date
- ✓ Application contains confidential material
- ✓ Application does not include one or more support letters, as described in Attachment 11



What is the technical scoring scale?

% of Possible Points	Interpretation	Explanation for Percentage Points
0%	Not Responsive	 The response does not include or fails to address the criteria. The omission(s), flaw(s), or defects() are significant and unacceptable.
10-30%	Minimally Responsive	 The response minimally addresses the criteria. The omission(s), flaw(s), or defect(s) are significant and unacceptable.
40-60%	Inadequate	 The response addresses the criteria. There are one or more omissions, flaws, or defects or the criteria are addressed in a limited way that results in a low degree of confidence in the proposed solution.
70%	Adequate	 The response adequately addresses the criteria. Any omission(s), flaw(s), or defect(s) are inconsequential and acceptable.
80%	Good	 The response fully addresses the requirements being scored with a good degree of confidence in the applicant's response or proposed solution. There are no identified omission(s), flaw(s), or defect(s). Any identified weaknesses are minimal, inconsequential, and acceptable.
90%	Excellent	 The response fully addresses the criteria with a high degree of confidence in the applicant's response or proposed solution. The applicant offers one or more enhancing features, methods, or approaches that exceed basic expectations.
100%	Exceptional	 All requirements are addressed with the highest degree of confidence in the applicant's response or proposed solution. The response exceeds the requirements in providing multiple enhancing features, a creative approach, or an exceptional solution.



How will my application be evaluated?

- Evaluation Committee applies the scoring scale to the scoring criteria
- For criteria 1 to 4—equivalent to a score of 49 in order for an Application to be considered for funding, and
- A total minimum passing score of 70 out of 100 points is needed for all criteria (1 to 7)
- Applicants must review the Evaluation and Award Process section of the solicitation and ensure that their application provides a clear and complete response to each scoring criteria in the project narrative.

Scoring Criteria (page 27-30)	Maximum Points
1. Technical Merit and Need	20
2. Technical Approach	20
3. Impacts and Benefits to California IOU Ratepayers	20
4. Team Qualifications, Capabilities & Resources	10
5. Budget Cost Effectiveness	10
6. Funds Spent in California	15
7. Ratio of Direct Labor and Fringe Benefit Rates to Loaded Labor Rates	5
Total	100
Minimum points to pass	70



Technical Merit and Need (Criterion 1)

- Describes the goals, objectives, technological or scientific knowledge advancement, and innovation in proposed project.
- Lead to technological advancement and breakthroughs that overcome barriers to achieving the state's energy goals.
- Summarizes and explains how project will advance, supplement, and/or replace relevant technology and/or scientific knowledge, technology.
- Justifies need for EPIC funding, explains why work is not adequately supported by competitive or regulated markets.
- Discusses how proposed work is technically feasible and achievable.



Technical Merit and Need (Criterion 1) (cont'd)

- Provides a clear and plausible measurement and verification plan.
- As applicable, describes feedstock location & amount relation to project site & size.
- As applicable, explains measures used to determine sufficient feedstock.
- For Groups 3 & 4: Describes pre-development activities & time required.
- For Groups 3 & 4: Explains achievement of commercial operations before end of term.
- Project addresses RPS-eligible facility needs.
- Quality of performance data and analysis.



Technical Approach (Criterion 2)

- Describes the technique, approach, and methods to be used in providing performing the work described in the Scope of Work. Highlights any outstanding features.
- Describes how tasks will be executed and coordinated with various participants and team members.
- Identifies and discusses factors critical for success, in addition to risks, barriers, and limitations. Provides a plan to address them.
- Describes how the knowledge gained, experimental results, and lessons learned will be made available to the public and key decision-makers.



Impacts and Benefits for California IOU Ratepayers (Criterion 3)

- Explains benefits to California Investor-Owned Utility (IOU) ratepayers with respect to EPIC goals: greater reliability, lower costs, and/or increased safety.
- Provides quantitative estimates of potential benefits for IOU ratepayers.
- States timeframe, assumptions, & calculations for estimated benefits & explains reasonableness.
- Identifies CA impacted market segments & underlying assumptions.
- Discusses **qualitative** or intangible benefits to IOU ratepayers, including timeframe & assumptions.
- Provides cost-benefit analysis compares project costs to anticipated benefits & includes how costs & benefits will be calculated & quantified, & identifies assumptions (*Attachment 12*.)



Team Qualifications, Capabilities, and Resources (Criterion 4)

- Organizational structure of applicant & project team & chart.
- Identifies key team members (Attachment 5).
- Summarizes team members qualifications, experience, capabilities, & credentials (*Attachment 5*).
- Explains management & coordination of tasks, & how project manager's experience supports management & coordination.
- Describes facilities, infrastructure & resources available to team.
- Describes team's history of completing projects (e.g., RD&D projects)
 & commercializing &/or deploying results/products.
- Identifies projects that resulted in market-ready technology (Attachment 9).
- References, within past three years (Attachment 9).



Team Qualifications, Capabilities, and Resources (Criterion 4) (cont'd)

- Identifies & explains collaborations with utilities, industries, or others.
- Demonstrates financial ability to complete project, as indicated in responses to the following questions:
 - Has your organization been involved in a lawsuit or government investigation in past ten years?
 - If yes, what was the final disposition of the case, including any settlement/judgment amount?
 - Does your organization have overdue taxes?
 - Has your organization ever filed for or does it plan to file for bankruptcy?
 - Has any party that entered into an agreement with your organization terminated it, and if so for what reason?
 - For Energy Commission executed agreements listed in application within past five years, has organization failed to provide final report by due date?

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Team Qualifications, Capabilities, and Resources (Criterion 4) (cont'd)

- Support or commitment letters (for match funding, test sites, demonstration/deployment sites, or project partners) indicate strong support or commitment & value associated with match funding amounts is supported & reasonable.
- Describe progress in CEQA process.
- Demonstrates involvement of local air district.
- For Groups 3 & 4: Pre-development activities will not exceed 12 months. Project likely to achieve commercial operations before the end of the agreement term & according to schedule & due dates.



Budget and Cost-Effectiveness (Criterion 5)

- Justifies the reasonableness of the requested funds relative to the project goals, objectives, and tasks.
- Justifies the reasonableness of costs for direct labor, non-labor (e.g., indirect overhead, general and administrative costs, and subcontractor profit), and operating expenses by task.
- Explains why hours proposed for personnel & subcontractors are reasonable to accomplish Scope of Work activities(Attachment 6).
- Explains how the applicant will maximize funds for technical tasks & minimize expenditure of funds for program administration & overhead.



EPIC Funds Spent in California

(Criterion 6)

• Projects that spend EPIC funds in California will receive points as indicated in the table below. "Spent in California" means that: (1) Funds under the "Direct Labor" category and all categories calculated based on direct labor in the B-4 budget attachments (Prime and Subcontractor Labor Rates) are paid to individuals who pay California state income taxes on wages received for work performed under the agreement; and (2) Business transactions (e.g., material and equipment purchases, leases, rentals, and contractual work) are entered into with a business located in California.

Percentage of EPIC funds spent in CA	Percentage of Possible Points
(derived from budget attachment B-2)	
>60%	20%
>70%	40%
>80%	60%
>90%	80%
100%	100%

• Airline ticket purchases and payments made to out-of-state workers are not considered funds "spent in California." However, funds spent by out-of-state workers in California (e.g., hotel and food) are considered funds "spent in California."



Ratio of Direct Labor and Fringe Benefit Rates to Loaded Labor Rates (Criterion 7)

• The score for this criterion will derive from the Rates Summary worksheet (Tab B-7) in the budget forms, which compares the weighted direct labor and fringe benefits rate to the weighted loaded rate. This ratio, as a percentage, is multiplied by the possible points for this criterion.



Project Match Funds (Criterion 8)

- Match funding of **20%** of requested EPIC funds is required. Scoring criteria and points only apply to match funding commitments **above minimum required**.
- Points applied only for those that achieve a minimum score of 70.
- To qualify for consideration, match funding contributors must submit match funding commitment letters & follow Attachment 11 requirements.
- Any match funding pledged in Attachment 1 must be consistent with the amount or dollar value described in the commitment letter(s) (e.g., if \$5,000 "cash in hand" funds are pledged in a commitment letter, Attachment 1 must match this amount).



Project Match Funds (Criterion 8) (cont'd)

- 5 points for this criterion will be awarded based on the percentage of match funds above the minimum required relative to the EPIC funds requested. This ratio will be multiplied by 5 to yield the points and rounded to the nearest whole number.
- The remaining 5 points for this criterion will be based on the level of commitment, dollar value justification, and funding replacement strategy



Grounds for Rejection

- An application <u>may</u> be rejected by the Energy Commission for the following reasons:
 - ✓ Application contains false or misleading statements
 - ✓ Application is intended to mislead the State in its evaluation
 - ✓ The application does not comply with the solicitation requirements
 - ✓ The application contains confidential information
 - ✓ Applicant is not in compliance with royalty provisions from previous Energy Commission awards
 - ✓ Applicant has received unsatisfactory evaluations from the Energy Commission or another California state agency
 - ✓ Applicant has not demonstrated financial capability to complete the project
 - ✓ Applicant is a business that is not in good standing with the California Secretary of State
 - ✓ The application is not submitted in the format specified



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	12 2014
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Other Information

- Updates on Solicitation Documents and today's presentation:
 - www.energy.ca.gov/contracts/epic.html#PON-14-305
- Sign up for the Listserver by selecting "Opportunity:" www.energy.ca.gov/listservers/
- Information on EPIC: www.energy.ca.gov/research/epic/index.html
- Information on other EPIC solicitations:
 - www.energy.ca.gov/contracts/epic.html



Questions and Answers

• Please send all PON related questions in written form to:

Sandra Raymos Commission Agreement Officer Sandra.Raymos@energy.ca.gov

Please add "PON-14-305 Question" in Subject Line

Deadline to submit questions is 5:00 PM PDT, August 27, 2014!